

1

Define Criteria

Establish clear, specific criteria for sales positions in NYC. Consider the unique aspects of selling in a competitive urban environment, such as Manhattan, requiring candidates with resilience, adaptability, and a robust network.



3

Offer Competitive

Design competitive compensation packages that reflect the high cost of living in New York City. Include benefits such as health insurance, retirement plans, and potential for earning bonuses or commissions.



5

Invest in Training

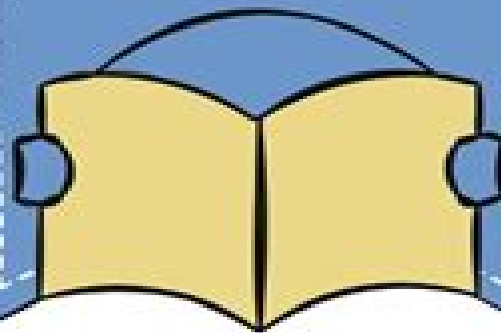
Provide comprehensive training programs to help new hires understand the products or services and develop effective sales strategies tailored to the NYC market, enhancing performance and retention.



NYC Sales Recruiting Tips

REVPILOTS

Effective strategies for
Manhattan sales
talent acquisition



2

Utilize Networking

Leverage professional networks, industry events, and local meetups in Manhattan to connect with potential candidates. Effective networking can uncover passive candidates who may not actively be seeking new opportunities.



4

Cultural Fit

Evaluate candidates for cultural fit within the company and the Manhattan market. Sales professionals should resonate with the company's values and possess the energy and drive to succeed in a fast-paced environment.



6

Utilize Tech Tools

Embrace technology to streamline the recruiting process. Use tools like LinkedIn, recruiting software, and AI-powered platforms to identify and engage with potential hires in the New York City area.



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